Community Oncology Alliance
State of the Union
February 6, 2019
2018 in Review: Challenges Abound, Progress Continues

- Record breaking cancer survival rates & better prognosis for millions of Americans, but...
  - Assault on local, affordable, accessible cancer care continues
  - COA remains a powerful, steadfast advocacy voice for community oncology – with a prominent seat at the table!
2018 in Review: Lots of Action & Activity on Key DC Issues

• Trump Administration “Blueprint” to lower drug prices
  – Part B International Pricing Index Model (IPI)
  – 340B reform and bills
  – Site neutral payments
  – “Unprotecting” Medicare’s six protected classes
  – Step Therapy for Medicare Advantage Plans

• 2019 Hospital Outpatient Prospective Payment System (HOPPS)
• 2019 Medicare Physician Fee Schedule (MPFS) cuts
• VA Audit of community oncology practices
2018 in Review: COA Lawsuit to Stop Sequester Cut

- Filed a lawsuit against HHS & OMB
- Application of sequester cut to Part B drug reimbursement
  - Illegal, unconstitutional
  - Harms patients
  - Damages community oncology cancer care delivery system
  - Costs patients & taxpayers millions due to closures and shift of care
2018 in Review: Advocating for Community Oncology

- COA continues to be THE advocacy voice for community oncology
- Team, members, and advocates had almost 500 meetings with Washington policymakers in 2018
2018 in Review: An Increasingly Powerful Advocacy Voice

- A marquee year for COA Patient Advocacy Network (CPAN)
- 7 new CPAN chapters launched, now in 23 practices across the country!
- CPAN chapters hosted 60 community & educational events in 2018
- Hugely successful Hill Day before 2018 Conference
2018 in Review: Leaders & Conveners

• Biggest Community Oncology Conference ever
  – Join us April 4-5, 2019 in Orlando! www.COAConference.com

• Continued successful Payer Exchange Summit on Oncology Payment Reform series

• Launch of new COA committees on:
  – Government Affairs and Policy
  – Payment Reform
  – Biosimilars
2018 in Review: Original Research & Studies

- Original studies, research papers & white papers
- 2018 Practice Impact Report
- Myth of “Perverse Incentives” in Part B system
- PBM Horror Stories Series
2018 in Review: Raising Awareness through “I Am”

- *I Am Community Oncology* tells the community oncology story
- A phenomenal success, providing invaluable tools to patients, practices, and professionals across the country.
- COA TV now in 600+ practice locations in 40+ states.
2018 in Review: Developing Solutions to Big Issues

- Supporting practices in the OCM today
- Developing the “OCM 2.0” and the future of oncology payment reform, including drugs
- Oncology Medical Home (OMH) work continues!
2018 in Review: Supporting Community Oncology

- A growing list of professional networks and resources for all
- Current COA initiatives:
  - COA Administrators Network (CAN)
  - Community Oncology Pharmacy Association (COPA)
  - COA Patient Advocacy Network (CPAN)
  - COA Advanced Practice Provider Network (CAPP)
  - Community Oncology Patient Navigator Network (COPNN)
  - COA Fellows Initiative
  - COAnalyzer – new practice benchmarking software
2018 in Review: Growing to Better Serve the Community

• Growing to keep pace with our impact and prominence
• Added newly created position of Chief Medical Officer (Fred Schnell)
• More team members and a larger office in Virginia Beach
• New offices in DC!
2018 in Review: Closing Observations

• Strong legislative and policy performance for COA
• Focused strategy to address community oncology issues with advocacy and action on multiple fronts
• Success through innovation, inspiration, and solutions
• But our work is not done… at all!!!
2018 in Review: COA Priorities for the Coming Year

• Address Part B assault and misperceptions
• Middlemen, Middlemen, Middlemen!
  – Fix broken, secretive rebate and discount system
  – End PBM abuses that are hurting patients and practices
• Continue efforts to fix broken 340B Program
  – Shouldn’t discounts follow the patient?
• Deliver solutions to nation’s cancer care problems
  – OCM 2.0
  – Work closer with employers
• Much more you will hear about next
Duplicate the last slide from his 2017 presentation.
Community Oncology Roundtable: Real World of Practice Meets DC

Michael Diaz, MD, Florida Cancer Specialists & President, COA
Jeff Mortier, Principal, Farragut Partners
Kashyap Patel, MD, Carolina Blood & Cancer Care & Vice President, COA
Mark Thompson, MD, Chair, Government Affairs & Policy Committee, COA
Sarah Walter, Partner, Farragut Partners

Innovating and Advocating for Community Cancer Care
Duplicate the last slide from his 2017 presentation.
Update on the OCM and OCM 2.0, Including Drugs

Basit Chaudhry, MD, PhD, Founder & CEO, Tuple Health
Bo Gamble, Director of Strategic Practice Initiatives, COA
Bruce Gould, MD, Northwest Georgia Oncology Centers & Chair, Oncology Payment Reform Committee, COA
Kavita Patel, MD, Tuple Health

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Data included here are based on:

- The **baseline (2012-2015) and first performance period data (2016) for national OCM practices** represented in this presentation are derived from the First and Second Annual Report from the Evaluation of OCM that was prepared for CMS, with additional synthesis by Tuple Health.

- **Tuple Health** developed a simulation model to project forward estimates of the national OCM practice performance period data (2017).

- All costs are specified per the OCM methodology.
Oncology costs* are progressively growing

Since 2015, cost growth has been steady

Tuple Health Analysis, Jan 2019.

* Costs are defined per specification of the OCM methodology.
Anti-neoplastics are cost drivers – other is flat

Mean Episode Total Cost of Care

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<th>$5K</th>
<th>$10K</th>
<th>$15K</th>
<th>$20K</th>
<th>$25K</th>
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<td>Early 2014</td>
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<td>12.9K</td>
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Costs are defined per specification of the OCM methodology.

Tuple Health Analysis, Jan 2019.
Oral antineoplastic costs* - the bulk of that growth

* Costs are defined per specification of the OCM methodology

Tuple Health Analysis, Jan 2019.
OCM 1.0 - What We Like

• Open to all payers
• Episode start
• Patient engagement
• Risk Adjustment
• Monthly Enhanced Oncology Services (MEOS) payment
• Winsorization
Practice Redesign

• **Problem**
  - Too prescriptive and many requirements are not in keeping with oncology practice.

• **Solution**
  - OMH accreditation
Oncology Medical Home

• Elements
  – Patient engagement
  – Expanded access
  – Evidenced-based care
  – Comprehensive team based care
  – Quality improvement
  – Chemotherapy safety/Adverse Event Monitoring

• Standards for each Element
• Measures for Standards
• Emphasis on outcomes measures
Monthly Enhanced Oncology Services (MEOS)

• **Problem**
  - Attribution
    - 20-40% misattribution rate
    - Main problem is orals

• **Solution**
  - Simplify
    - Remove adjuvant hormonal therapy for breast ca from MEOS and use the moneys for other cancers.
    - Greater clarity i.e. Part D
    - Register the patient (replace precertification for other payers)
Reporting and Measures

• Problem
  – Poor technology interfaces
  – Too much data entry
  – Too many measures

• Solution
  – Better coordination with CMS and their contracts to develop seamless, user friendly interfaces.
  – Few measures until technology advances
  – Harmonization of measures
Problem

− Baseline price is based on claims data and not clinical data.
− Baseline prices do not reflex true drug costs.

Solution

− Baseline prices and risk adjustment based on clinical as well as claims data.
− Shared savings vs Gains savings
− Share savings with employers when appropriate
Drugs and Drug Value

- Time needs to be allowed for stakeholders to provide solutions
- Complex issue but start with paying for value and do not pay for drugs that are not part of evidence-based care
- Discussion focus with industry to date;
- Value based cancer care and arrangements
- Value based insurance design in cancer care
- Efforts towards value in foreign markets
- Obstacles to emphasizing value in cancer care
- Measures of drug value in cancer care
- Waivers to promote VBA arrangements with providers
Views & Concerns on the International Pricing Index (IPI) Model: Discussing the Impact on Patients & Practices

Michael Diaz, MD, Florida Cancer Specialists & President, COA
Ted Okon, Executive Director, COA
Kashyap Patel, MD, Carolina Blood & Cancer Care & Vice President, COA

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